

# EL DORADO COUNTY ASSOCIATION OF REALTORS® ALL SALES TRANSACTIONS

YEAR: 2016

MONT H	PENDING	FINAL	\$VOLUME
	SALES	SALES	FINAL SALES
JAN.	295	178**	\$ 73,022,900**
FEB.	315	185**	\$ 74,118,000**
MAR.	390	295**	\$127,530,100**
APR.	452	283**	\$113,373,900**
MAY	453	315**	\$134,558,800**
JUNE	451	369**	\$166,682,700**
JULY	432	298**	\$123,274,900**
AUG.	373	334**	\$136,965,600**
SEPT.	420	275**	\$115,246,100**
OCT.	366	287**	\$114,905,600**
NOV.	272	249**	\$100,609,200**
DEC.	218	266**	\$112,218,900**

YEAR: 2017

MONTH	PENDING	FINAL	\$VOLUME
	SALES	SALES	FINAL SALES
JAN.	212	220**	\$ 89,900,100**
FEB.	284	165**	\$ 65,511,000**
MAR.	308	235**	\$102,738,300**
APR.	351	288**	\$127,761,700**
MAY	420	311**	\$141,802,200**
JUNE	426	346**	\$163,840,900**
JULY	397	292**	\$138,192,000**
AUG.	349	348	\$163,282,800
SEPT.			
OCT.			
NOV.			
DEC.			

\*\*Final Sales & Dollar Volume figures have been revised to reflect late reporting of sales into the MLS computer system.

EL DORADO COUNTY LISTING SUMMARY

	YEAR	2012	YEAR	2013	YEAR	2014	YEAR	2015	YEAR	2016	YEAR	2017
	TOTAL	NEW	TOTAL	NEW	TOTAL	NEW	TOTAL	NEW	TOTAL	NEW	TOTAL	NEW
MONTH	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS	LISTINGS
JAN.	1236	269	774	194	1083	263	1020	240	955	192	774	174
FEB.	1275	268	1065	196	1165	297	1179	299	979	251	869	215
MAR.	1175	264	1104	224	1324	329	1284	345	1175	325	982	261
APR.	1335	294	1226	271	1445	340	1514	451	1322	335	1162	326
MAY	1400	316	1331	305	1614	415	1585	352	1518	363	1423	384
JUNE	1793	276	1384	304	1690	380	1694	426	1639	399	1583	226
JULY	1350	213	1447	325	1617	350	1568	351	1601	335	1445	299
AUG.	1376	263	1391	296	1428	287	1562	294	1430	300	1369	295
SEPT.	1344	208	1467	311	1463	300	1516	272	1512	268		
OCT.	1207	217	1312	271	1249	263	1339	248	1372	216		
NOV.	999	137	1209	194	1179	176	1125	175	986	154		
DEC.	918	121	1168	149	915	129	837	125	802	104		

**EL DORADO COUNTY-CLOSED ESCROW-HOMES (RESIDENTIAL) MONTHLY**

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2006	121	126	211	180	197	225	176	175	143	144	133	164
2007	137	120	187	175	151	174	160	167	118	127	110	111
2008	76	94	104	136	153	171	134	160	172	164	128	118
2009	94	106	125	131	158	180	197	152	172	194	154	154
2010	123	128	176	131	212	208	170	165	175	180	184	167
2011	144	137	196	201	212	208	170	165	175	180	184	167
2012	154	137	196	205	197	232	226	218	230	176	203	239
2013	156	203	234	220	260	286	234	284	228	261	227	200
2014	156	186	246	257	286	260	254	251	206	226	192	206
2014	152	139	205	230	262	260	234	254	217	234	168	191
2015	117	163	221	266	287	250	299	248	230	208	174	211
2016	150	147	521	242	272	311	264	287	236	241	205	232
2017	181	131	194	236	269	299	260	303				

**NEW LISTINGS BY MONTH (RESIDENTIAL)**

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2006	355	345	333	427	584	518	494	443	420	342	259	180
2007	419	360	458	508	449	423	379	405	325	309	253	206
2008	334	330	316	303	482	347	342	303	288	256	210	196
2009	262	218	275	289	318	263	290	242	206	238	203	146
2010	215	292	319	303	285	297	309	261	260	220	206	178
2011	253	238	238	306	242	286	321	321	260	178	206	143
2012	203	206	208	195	255	193	152	183	160	151	85	76
2013	92	119	156	181	216	209	232	213	218	185	134	82
2014	180	167	234	246	301	298	257	223	215	196	123	85
2015	151	224	253	305	261	306	267	220	198	185	127	74
2016	115	169	215	225	264	288	237	196	193	143	115	
2017	105	121	166	221	288	131	217	214				66

**EL DORADO COUNTY-MEDIAN PRICE FOR SINGLE FAMILY HOMES-MONTHLY**

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2006	\$ 487,000	\$ 437,350	\$ 515,000	\$ 521,225	\$499,900	\$519,000	\$499,475	\$502,000	\$ 484,250	\$457,500	\$450,000	\$456,950
2007	\$ 447,000	\$ 502,500	\$ 479,000	\$ 450,000	\$488,000	\$ 495,000	\$489,419	\$ 430,000	\$ 424,500	\$390,000	\$383,750	\$417,000
2008	\$ 420,000	\$ 382,000	\$ 359,000	\$ 379,500	\$386,000	\$ 399,000	\$380,000	\$ 354,950	\$ 358,000	\$385,000	\$350,000	\$329,500
2009	\$ 328,000	\$ 337,250	\$ 335,500	\$ 320,000	\$335,000	\$ 344,000	\$337,750	\$ 287,500	\$ 292,500	\$281,750	\$319,000	\$286,500
2010	\$ 315,000	\$ 289,000	\$ 294,950	\$ 299,000	\$300,000	\$ 332,500	\$317,389	\$ 288,000	\$ 277,000	\$264,250	\$285,000	\$277,000
2011	\$ 240,950	\$ 230,000	\$ 265,000	\$ 269,900	\$250,000	\$ 282,000	\$264,000	\$ 267,250	\$ 235,000	\$241,000	\$240,000	\$263,000
2012	\$ 250,000	\$ 236,000	\$ 256,750	\$ 256,750	\$287,000	\$ 258,500	\$285,000	\$ 275,000	\$ 284,750	\$266,000	\$275,000	\$289,000
2013	\$ 277,250	\$ 300,000	\$ 308,849	\$ 325,000	\$344,500	\$ 336,700	\$355,550	\$ 350,000	\$ 349,000	\$355,000	\$352,500	\$363,250
2014	\$ 316,500	\$ 375,000	\$ 385,000	\$ 375,000	\$379,000	\$ 369,950	\$374,000	\$ 399,000	\$ 350,000	\$ 348,750	\$369,000	\$ 382,000
2015	\$ 350,000	\$ 375,000	\$ 395,000	\$ 402,250	\$420,000	\$ 405,000	\$435,000	\$ 390,000	\$ 409,950	\$ 389,700	\$394,950	\$ 395,000
2016	\$ 404,750	\$ 425,000	\$ 439,000	\$ 438,500	\$436,250	\$ 460,000	\$423,750	\$406,500	\$ 419,450	\$ 405,000	\$429,000	\$ 422,500
2017	\$ 405,000	\$ 415,000	\$ 454,000	\$ 469,950	\$460,000	\$ 499,900	\$488,444	\$505,000				

**EL DORADO COUNTY-AVERAGE PRICE SINGLE FAMILY HOMES MONTHLY**

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
2006	\$ 570,391	\$ 500,207	\$ 541,910	\$ 559,820	\$ 549,878	\$ 547,701	\$578,118	\$572,647	\$ 557,866	\$539,861	\$482,987	\$516,202
2007	\$ 474,378	\$ 557,090	\$ 529,618	\$ 525,941	\$ 538,590	\$ 544,786	\$537,893	\$524,673	\$ 485,485	\$473,560	\$457,326	\$466,714
2008	\$ 463,547	\$ 416,868	\$ 414,951	\$ 426,308	\$ 425,739	\$ 458,584	\$432,000	\$397,935	\$ 385,955	\$418,186	\$380,649	\$362,228
2009	\$ 362,713	\$ 346,392	\$ 381,476	\$ 336,473	\$ 376,340	\$ 379,745	\$357,571	\$340,964	\$ 324,917	\$312,260	\$338,976	\$347,048
2010	\$ 351,549	\$ 323,276	\$ 326,261	\$ 352,727	\$ 346,698	\$ 366,993	\$357,006	\$324,138	\$ 319,798	\$311,549	\$325,896	\$315,837
2011	\$ 289,443	\$ 279,318	\$ 310,178	\$ 319,206	\$ 298,429	\$ 325,424	\$297,264	\$283,542	\$ 276,344	\$274,343	\$287,037	\$299,420
2012	\$ 308,142	\$ 282,971	\$ 307,741	\$ 306,939	\$ 311,455	\$ 308,060	\$311,930	\$312,512	\$ 314,876	\$323,365	\$310,534	\$328,189
2013	\$ 312,541	\$ 336,761	\$ 345,377	\$ 350,540	\$ 367,590	\$ 421,292	\$394,545	\$399,689	\$ 371,094	\$395,298	\$393,120	\$376,788
2014	\$ 347,792	\$ 368,928	\$ 427,150	\$ 421,075	\$ 410,503	\$ 412,190	\$416,524	\$ 416,061	\$ 389,619	\$381,815	\$391,686	\$411,912
2015	\$ 401,317	\$ 402,894	\$ 416,676	\$ 449,698	\$ 452,600	\$ 445,021	\$462,859	\$ 435,692	\$ 431,959	\$ 415,876	\$422,318	\$ 404,885
2016	\$ 459,864	\$ 478,526	\$ 472,471	\$ 446,596	\$ 473,190	\$ 487,855	\$449,408	\$ 457,282	\$ 455,230	\$ 447,812	\$454,445	\$ 457,312
2017	\$ 450,095	\$ 444,147	\$ 496,172	\$ 496,768	\$ 512,735	\$ 526,364	\$518,280	\$ 518,487				

**MULTIPLE LISTING STATISTICS FOR AUGUST 2017**

				AVERAGE	PRICE
		CLOSED '16	CLOSED '17	2016	2017
RESIDENTIAL/COMMON INT.	RES	287	303	\$ 457,282	\$ 518,487
MOBILE HOME-IN PARK	MOB	11	9	\$ 56,723	\$ 71,111
RESIDENTIAL INCOME	RIN	1	0	\$ 400,000	\$ -
LAND	LND	32	34	\$ 95,838	\$ 140,191
COMMERCIAL/INDUSTRIAL	COM	3	2	\$ 545,000	\$ 387,500
BUSINESS OPPORTUNITY	BOP	0	0	\$ -	\$ -

<b>RESIDENTIAL SALES BY AREA AUGUST 2017</b>					
		2016	2016	2017	2017
AREA	ZONE	# OF SALES	AVG. PRICE	# OF SALES	AVG. PRICE
GREATER CAMERON PARK	12601	33	\$410,238	43	\$ 464,006
EL DORADO HILLS	12602	94	\$634,823	105	\$ 678,579
SHINGLE SPRINGS	12603	14	\$465,277	11	\$ 772,682
RESCUE/LUNEMAN	12604	4	\$468,500	6	\$ 582,917
LATROBE/SOUTH AREA	12605	0	\$0	0	\$ -
GREATER PLACERVILLE	12701	30	\$355,036	23	\$ 447,957
DIAMOND SPRGS/EL DORADO	12702	20	\$383,527	14	\$ 374,779
PLEASANTVALLEY/PLV SOUTH	12703	13	\$481,331	7	\$ 411,700
SOMERSET/SOUTH COUNTY	12704	8	\$309,063	11	\$ 412,818
COLOMA, LOTUS	12705	0	\$0	0	\$ -
GREENSTONE/GOLDHILLWEST	12706	1	\$400,000	5	\$ 623,800
MOSQUITO, SWANSBORO	12707	1	\$299,000	5	\$ 448,950
CAMINO, CEDAR GROVE	12801	6	\$314,817	10	\$ 379,750
POLLOCK PINES, SLY PARK	12802	31	\$285,031	33	\$ 329,561
AMERICAN RIVER CANYON	12803	5	\$186,400	6	\$ 173,500
GEORGETOWN, GARDENVALLEY	12901	15	\$340,933	10	\$ 337,100
PILOT HILL, COOL	12902	10	\$459,050	13	\$ 477,769
NORTH COUNTY	12903	2	\$264,500	1	\$ 268,900

**TRANSACTION SUMMARY**

	2016	2016	2017	2017
	MONTH	YTD	MONTH	YTD
PENDING SALES-TOTAL	373	3169	349	2747
PENDING SALES - RESIDENTIAL	320	2762	312	2434
CLOSED SALES - TOTAL	334	2257	348	2201
CLOSED SALES - RESIDENTIAL	287	1924	303	1870
CLOSED SALES -RES.MEDIAN PRICE	\$ 406,500	\$ 430,000	\$ 505,000	\$ 460,000
LISTING INVENTORY - TOTAL	1430		1369	
LISTING INVENTORY - RESIDENTIAL	913		898	

RESIDENTIAL SALES BY AREA --- YEAR-TO-DATE (1/1 - 8/31)

ZONE	AREA	2016 # OF SALES	2016 AVG. PRICE	2017 # OF SALES	2017 AVG. PRICE
12601	CAMERON PARK	252	\$413,588	258	\$449,580
12602	EL DORADO HILLS	605	\$644,407	569	\$675,869
12603	SHINGLE SPRINGS	104	\$500,453	88	\$589,244
12604	RESCUE/NORTH AREA	34	\$538,395	41	\$625,595
12605	LATROBE/SOUTH AREA	14	\$888,107	7	\$747,571
12701	PLACERVILLE	191	\$352,948	186	\$392,830
12702	DIAMOND SPRINGS/EL DORADO	106	\$348,767	89	\$408,544
12703	PLEASANT VALLEY	65	\$403,748	56	\$453,043
12704	SOMERSET/SOUTH COUNTY	72	\$332,779	88	\$318,318
12705	LOTUS/COLOMA	5	\$462,900	9	\$615,889
12706	GREENSTONE, GOLD HILL WEST	33	\$574,061	37	\$694,740
12707	SWANSBORO	14	\$264,936	19	\$343,197
12801	CAMINO/CEDAR GROVE	61	\$372,029	59	\$389,125
12802	POLLOCK PINES/SLY PARK	169	\$286,229	157	\$332,910
12803	AMERICAN RIVER CANYON	16	\$195,891	10	\$194,600
12901	GEORGETOWN DIVIDE	86	\$311,041	84	\$340,488
12902	PILOT HILL/COOL	85	\$404,416	97	\$445,439
12903	NORTH COUNTY	12	\$379,002	16	\$401,219

REPORT 4B

## Market Statistics Report

Listings as of 09/21/17 at 2:22pm

### AUGUST 2017

Residential	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
<b>Active</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Average Square Feet	0	0	0	0	0
<b>All Off Market</b>					
#Units	39	140	99	25	303
<b>Pending</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Average Square Feet	0	0	0	0	0
<b>Sold</b>					
#Units	39	140	99	25	303
Dollar Value	\$11,133,800	\$63,249,840	\$63,989,163	\$18,728,750	\$157,101,553
Average List Price	\$293,728	\$458,110	\$657,695	\$758,372	\$526,937
Average Sold Price	\$285,482	\$451,785	\$646,355	\$749,150	\$518,487
Average Market Time	30	40	39	40	38
Average Square Feet	1303	1929	2910	3546	2302
% of List Price	97.19	98.62	98.28	98.78	98.40
<b>Not Pending or Sold</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Square Feet	0	0	0	0	0

## Area Market Survey Summary

Listings as of 09/21/17 at 2:22pm

**Sold**

<u>Selling Price Range</u>	<u>Quantity</u>	<u>Average DOM</u>	<u>Summary Price Information</u>			
\$20,000 thru \$29,999	1	12	<b>Minimum</b>	\$25,000	<b>Maximum</b>	\$1,450,000
\$80,000 thru \$89,999	1	40	<b>Average</b>	\$518,487	<b>Median</b>	\$505,000
\$100,000 thru \$119,999	2	14				
\$120,000 thru \$139,999	2	89				
\$180,000 thru \$199,999	2	29				
\$200,000 thru \$249,999	9	29				
\$250,000 thru \$299,999	30	26				
\$300,000 thru \$349,999	23	33				
\$350,000 thru \$399,999	37	36				
\$400,000 thru \$449,999	24	30				
\$450,000 thru \$499,999	18	51				
\$500,000 thru \$549,999	39	37				
\$550,000 thru \$599,999	27	36				
\$600,000 thru \$649,999	24	28				
\$650,000 thru \$699,999	12	23				
\$700,000 thru \$749,999	13	29				
\$750,000 thru \$799,999	9	46				
\$800,000 thru \$849,999	3	32				
\$850,000 thru \$899,999	6	110				
\$900,000 thru \$949,999	5	116				
\$950,000 thru \$999,999	4	89				
\$1,000,000 thru \$1,249,999	8	41				
\$1,250,000 thru \$1,499,999	4	96				
	<b>303</b>	<b>38</b>				

**REPORT 5A**

All measurements and all calculations of area are approximate. Information provided by Seller/Other sources, not verified by Broker.

All interested persons should independently verify accuracy of information. Provided properties may or may not be listed by the office/agent presenting the information.

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U.S. Patent 6,910,045

## Market Statistics Report

Listings as of 09/21/17 at 2:18pm

### YEAR TO DATE 1/1/17 – 8/31/17

Residential	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
<b>Active</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Average Square Feet	0	0	0	0	0
<b>All Off Market</b>					
#Units	270	895	548	157	1870
<b>Pending</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Average Square Feet	0	0	0	0	0
<b>Sold</b>					
#Units	270	895	548	157	1870
Dollar Value	\$83,109,143	\$393,852,718	\$344,852,528	\$117,455,333	\$939,269,722
Average List Price	\$314,726	\$445,346	\$637,969	\$760,543	\$509,398
Average Sold Price	\$307,812	\$440,059	\$629,293	\$748,123	\$502,283
Average Market Time	37	39	48	50	42
Average Square Feet	1325	1944	2812	3598	2248
% of List Price	97.80	98.81	98.64	98.37	98.60
<b>Not Pending or Sold</b>					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Square Feet	0	0	0	0	0

All measurements and all calculations of area are approximate. Information provided by Seller/Other sources, not verified by Broker.  
 All interested persons should independently verify accuracy of information. Provided properties may or may not be listed by the office/agent presenting the information.

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 U.S. Patent 6,910,045

## Area Market Survey Summary

Listings as of 09/21/17 at 2:18pm

Selling Price Range	Quantity	Average DOM	Summary Price Information			
\$20,000 thru \$29,999	1	12	Minimum	\$25,000	Maximum	\$2,495,000
\$60,000 thru \$69,999	1	20	Average	\$502,283	Median	\$460,000
\$80,000 thru \$89,999	3	49				
\$100,000 thru \$119,999	5	107				
\$120,000 thru \$139,999	8	65				
\$140,000 thru \$159,999	10	33				
\$160,000 thru \$179,999	11	80				
\$180,000 thru \$199,999	17	35				
\$200,000 thru \$249,999	90	43				
\$250,000 thru \$299,999	159	32				
\$300,000 thru \$349,999	192	36				
\$350,000 thru \$399,999	195	38				
\$400,000 thru \$449,999	197	34				
\$450,000 thru \$499,999	178	38				
\$500,000 thru \$549,999	170	40				
\$550,000 thru \$599,999	145	48				
\$600,000 thru \$649,999	138	37				
\$650,000 thru \$699,999	73	38				
\$700,000 thru \$749,999	69	38				
\$750,000 thru \$799,999	47	48				
\$800,000 thru \$849,999	30	48				
\$850,000 thru \$899,999	31	87				
\$900,000 thru \$949,999	13	99				
\$950,000 thru \$999,999	13	87				
\$1,000,000 thru \$1,249,999	40	79				
\$1,250,000 thru \$1,499,999	28	89				
\$1,500,000 thru \$1,749,999	3	30				
\$1,750,000 thru \$1,999,999	2	85				
\$2,250,000 thru \$2,499,999	1	244				
	1870	42				